**Abhishek Gaur**

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**INTRODUCTION**

<Introduce yourself as a third person in 2-3 lines only. For example, Abhishek started his career with IT and dedicated crucial 2.5 years. Abhishek has an experience of 2 years in a leadership role in corporate and retails sales. Currently he is looking for an opportunity in startup ecosystem targeting leadership roles in sales hierarchy.>

**WORK EXPERIENCE**

## ABC – New Delhi Apr, 2019 – Present

*Managing Consultant – Advisor to Directors, Tier 3 MBA Colleges*

* Identified <strong action verbs> and curated <Don’t use passive voice>
* Visited and interacted with more than 1500 students under an initiative “Classroom to Cubicle”

## XYZ – Mumbai May, 2017 *–* Mar, 2019

*Area Sales Manager – Corporate/Channel/Retail Sales, Marketing <Use keywords related to your job description>*

* Captured sales team award for contribution in achieving 150 crores target during Apr-May 2017
* <Accomplishments > Responsibilities>
* <Quantify 75% of your accomplishments>
* <Avoid personal pronouns>
* Secured highest location growth PAN India of 124% in October 2018 for “SME Agency” vertical
* Curated and forged <strong action verbs>

## PQR – Mumbai (Summer Internship) Apr, 2016 *–* Jun, 2016

## *Marketing & Business Development Manager – <Use keywords related to your job description>*

* Visualized and implemented a new email marketing strategy to boost the hit ratio by 140%
* <Accomplishments > Responsibilities>
* <Quantify 75% of your accomplishments>

## IT Company – Pune Dec, 2012 – June, 2015

*Senior Software Engineer – <Use keywords related to your job description>*

* <Accomplishments > Responsibilities>
* <Quantify 75% of your accomplishments>

**EDUCATION**

##### Indian Institute of Management, Ranchi 2015 – 2017

*Master of Business Administration - PGDM (Marketing Major)*

* *<Mention one key position of responsibility>*
* Head of E-Cell, The Entrepreneurship Club – Fostered relationship with top industrialists in Ranchi

##### Dr. A.P.J. Abdul Kalam Technical University, Lucknow2008 – 2012

*Bachelor of Technology in Computer Science & Engineering*

* *<Mention one key position of responsibility>*

##### SKILLS, INTERESTS AND ACHIEVEMENTS

* *Academic/Personal Achievements* –
  + <Mention academic achievement>
  + *Campus Winner, Mahendra WarRoom Case Study (2016)* – Modelled a feasible solution on exploring the co-shared rental accommodation space
  + *<Add description to achievements using action verbs; Avoid using personal pronouns>*
* *Extra-Curriculum Achievements* –
  + <Mention extra curriculum achievement>
  + <Mention extra curriculum achievement>
* *Soft Skills –* <Mention soft skills based on your experience>
* *Interests –* <Mention interest area and hobbies>